

Message Text

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ACTION EUR-12

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FM AMEMBASSY MOSCOW

TO USIA WASHDC

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FOR IEU, ICS/E, IOA/C; STATE FOR EUR/SOV;

E.O. 11652: N/A

TAGS: OEXC UR

SUBJ: BICENTENNIAL EXHIBIT CONTRACT NEGOTIATIONS

1. FIRST FORMAL NEGOTIATIONS WITH CHAMBER HELD
APRIL 5 FOLLOWED BY INFORMAL LUNCHEON APRIL 6.

2. MAJOR POINTS THUS FAR ARE: CHAMBER INSISTS ON
CHARGING ALL SPACE IN PAVILION 4A AT EXHIBITION OR
SERVICE AREA RATE OF 12 RUBLES PER SQUARE METER, RE-
GARDLESS OF ACTUAL USE; CHAMBER AGREES TO SEPARATE
OFFICIAL OPENING DAY 11 NOVEMBER WITH PUBLIC SHOWING
FROM 12 NOVEMBER THROUGH 13 DECEMBER (28 SHOWING
DAYS); TOTAL INVITATIONAL TICKETS INCREASED TO 15,000
WITH AMERICAN SIDE RECEIVING 3,000. SOME MINOR DIS-
AGREEMENTS ON NUMBER OF CLEANERS, WORKERS, ETC., RE-
QUIRED BUT EXPECT EASY RESOLUTION.

3. CHIEF BONE OF CONTENTION CONSISTS OF CHAMBER
ORIGINAL REQUEST THAT AMERICAN SIDE PAY 5,000 RUBLES
FOR SERVICES OF CHAMBER'S AUTHORIZED REPRESENTATIVE
AND HIS STAFF FOR EACH OF FIVE MONTHS, TOTAL 25,000
RUBLES. THIS LATER MODIFIED TO 20,000 RUBLES WHICH
COULD BE SPREAD OVER FOUR OR FIVE MONTHS DEPENDING ON
AMERICAN DESIRES. OUR POSITION IS THAT, BASED ON
PRACTICE IN US, HOST SHOULD PICK UP TAB FOR HIS LIAISON
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STAFF. FAILING THAT, CHARGE FOR CHAMBER SERVICES

SHOULD BE LESS THAN 5,000 RUBLES TO REFLECT ABSENCE OF HOTEL AND TRAVEL COSTS ASSOCIATED WITH NORMAL OUT OF MOSCOW SIX-CITY EXHIBITS, AND THAT PERIOD OF PAYMENT COVER ACTUAL THREE MONTHS OF WORK IN MOSCOW AT EXHIBIT AND NOT FIVE MONTHS. ANTICIPATE SOME DIFFICULTY THIS AREA.

4. CHAMBER ALSO REQUESTS THEY BE INFORMED ASAP AS TO OFFICIAL RUSSIAN-LANGUAGE VERSION OF EXHIBIT TITLE.

5. ALL OTHER CONTRACT PROVISIONS VIRTUAL CARBON-COPY OF TAH CONTRACT. NEXT NEGOTIATING SESSION SET FOR APRIL 7. ASSUMING SOLUTION TO THORNY QUESTION OF COMPENSATION FOR CHAMBER SERVICES, CONTRACT COULD BE CONCLUDED BEFORE END OF WEEK.
STOESSEL

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